

## Message Text

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PAGE 01 STATE 083179  
ORIGIN COME-00

INFO OCT-01 ARA-10 ISO-00 EB-08 /019 R

DRAFTED BY COM/BIC/OED/MEPD/TJASPER/CF  
APPROVED BY EB/OCA/CM/JJREILLY  
COM/BIC/OED/MEPD:SMCOGNER, DIR  
COM/BIC/OIM/TBREWER (INFO)  
ARA/ECP/KRICHARDSON(INFO)

-----140929Z 064969 /12

R 132209Z APR 77  
FM SECSTATE WASHDC  
TO AMEMBASSY QUITO  
INFO AMCONSUL GUAYAQUIL

UNCLAS STATE 083179

E.O. 11652: N/A

TAGS: BENC, EC

SUBJECT: MAJOR PROJECT: COTOPAXI CEMENT

REF: QUITO 902

1. CRESCENT ENGINEERING HAS INFORMED COM/MEPD THAT THEY ARE NOW VERY OPTIMISTIC ABOUT THEIR CHANCES OF RECEIVING COTOPAXI CONTRACT. WE UNDERSTAND CRESCENT HAS OFFERED TO COMPLETE FEASIBILITY STUDY ON PROJECT AND IF RESULTS ARE POSITIVE THEY WILL BUILD EITHER NEW CEMENT MILL OR SUPPLY AND RE-CONSTRUCT A USED FACILITY. EVIDENTLY BUTTES OIL HAS AGREED TO TAKE EQUITY POSITION IF DECISION IS MADE TO PROCEED WITH CONSTRUCTION. CRESCENT INDICATES COTOPAXI BOARD WILL MEET APRIL 30 TO MAKE FINAL DECISION ON FIRM'S PROPOSAL.

2. COMPANY FEELS THAT LOW-KEY APPROACH TO TERAN VAREA  
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MAY BE HELPFUL TO THEIR INTERESTS AT THIS STAGE. EMBASSY SHOULD USE ITS JUDGEMENT ON HOW TO CONTACT VAREA. WE SUGGEST THAT COM ATT MIGHT REQUEST APPOINTMENT IN CONTEXT OF REVIEWING STATUS OF PROJECT. AT THAT TIME POST COULD MAKE REPRESENTATION ON BEHALF OF CRESCENT. WE WOULD BE QUITE INTERESTED IN REPORT ON THIS MEETING.

VANCE

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
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**Decaption Date:** 01-Jan-1960 12:00:00 am  
**Decaption Note:**  
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**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
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**Disposition History:** n/a  
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**Disposition Remarks:**  
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**Executive Order:** N/A  
**Errors:** N/A  
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**Subject:** MAJOR PROJECT: COTOPAXI CEMENT  
**TAGS:** BENC, EC  
**To:** QUITO  
**Type:** TE  
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**Review Markings:**  
Margaret P. Grafeld  
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22 May 2009  
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